

Message Text

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70

ACTION NEA-10

INFO OCT-01 ISO-00 XMB-02 TRSE-00 EB-07 OMB-01 PM-04

CIAE-00 INR-07 NSAE-00 DODE-00 DOTE-00 AID-05 COME-00

OPIC-03 NSC-05 SS-15 AGR-05 LAB-04 HEW-04 HUD-01

NAS-01 NSF-01 FAA-00 ERDA-05 /081 W

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R 291150Z SEP 76

FM AMEMBASSY TEHRAN

TO SECSTATE WASHDC 9319

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E.O.11652: N/A

TAGS: EFIN, USIRJC

SUBJ: USIRJC: GOI REQUEST FOR EXPANDED

CREDIT FACILITIES FROM U.S.

REF: (A) STATE 232489, (B) TEHRAN 8849

1. E/C COUNSELOR CALLED ON ECONOMIC AFFAIRS AND FINANCE DEPUTY MINISTER SHORAKA SEPTEMBER 28 TO GIVE HIM THE SENSE OF EXIM STATEMENT CONTAINED IN REFTEL A. AFTER LISTENING TO EMBOFF'S PRESENTATION, SHORAKA EXPRESSED CLEAR DISAPPOINTMENT WITH EXIM STATEMENT. HE SAID THAT AMERICAN FIRMS ARE DOING A LAND OFFICE BUSINESS IN IRAN AND IT SEEMED TO THE GOI THAT THE COUNTRY WAS ENTITLED TO BETTER CONSIDERATION FROM EXIM. IRAN IS AN EXCELLENT CUSTOMER OF THE UNITED STATES, HAS ALWAYS PAID ITS BILLS TO EXIM AND HE COULD NOT UNDERSTAND U.S. GOVERNMENT POLICY ON EXIM LENDING. RESPONDING TO SHORAKA'S QUESTION, EMBOFF SAID THAT EXIM'S POSITION IS A MATTER OF BANK POLICY RATHER THAN STATUTE.

2. SHORAKA WENT ON TO SAY THAT WHILE IT IS PERFECTLY TRUE

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THAT THE BOEING 747 HAS NO COMPETITION, NEVERTHELESS IF THE

TRANSACTION WERE PURELY PRIVATE IN NATURE, IT WOULD BE INCONCEIVABLE FOR A SUPPLIER COMPANY TO TREAT A PRIME CUSOTMER IN THE WAY THAT THE USG IS TREATING IRAN IN THE MATTER OF CREDIT FOR THE 747 ACQUISITIONS. IRAN IN GOOD FAITH EARLIER HAD PRE-FERRED TO CONSUMMATE THE TRANSACTION ON A CASH BASIS BUT SUBSEQUENT FINANCIAL STRINGENCIES SIMPLY HAD NOT MADE IT POSSIBLE FOR THE GOVERNMENT TO FOLLOW THROUGH IN THIS FASHION. THROUGHOUT THE CONVERSATION, HE REPEATEDLY CONTRASTED EXIM'S POSITION WITH WHAT HE DESCRIBED AS THE "MORE LIBERAL" POSTURE OF GOVERNMENT LENDING INSTITUTIONS IN WESTERN EUROPE.

3. SHORAKA WAS HIS USUAL GENIAL SELF AND THE MEETING WAS IN NO SENSE ACRIMONIOUS. THE MESSAGE, HOWEVER, WAS CLEAR.
HELMS

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: POLICIES, CREDIT, FINANCE, GOVERNMENT REACTIONS, DEVELOPMENT BANKS, AIRCRAFT SALES
Control Number: n/a
Copy: SINGLE
Draft Date: 29 SEP 1976
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: SmithRJ
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1976TEHRAN09782
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D760368-0302
From: TEHRAN
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1976/newtext/t1976095/aaaaaegi.tel
Line Count: 76
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 76 STATE 232489, 76 TEHRAN 8849
Review Action: RELEASED, APPROVED
Review Authority: SmithRJ
Review Comment: n/a
Review Content Flags:
Review Date: 08 JUN 2004
Review Event:
Review Exemptions: n/a
Review History: RELEASED <08 JUN 2004 by greeneet>; APPROVED <14 OCT 2004 by SmithRJ>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
04 MAY 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: USIRJC: GOI REQUEST FOR EXPANDED CREDIT FACILITIES FROM U.S.
TAGS: EFIN, IR, US, USIRJC, XMB
To: STATE
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 04 MAY 2006